

Supplying to the Aeronautics Industry and the Future of Advanced Manufacturing

A View from a Small Manufacturer's Perspective – Glenn Ford



Advanced Manufacturing
COLLABORATIVE

“Part of what you need to do in the supply chain is to help your company anticipate events, and understand the environment you operate in – physical, political, economic – around the globe.”

- Fran Townsend

So...what are ya talkin' about?

What can we anticipate in the aerospace industry's Supply Chain?

Panelists



- **Lauren Bagdasarian**
Chief Manufacturing Engineer, Pratt & Whitney

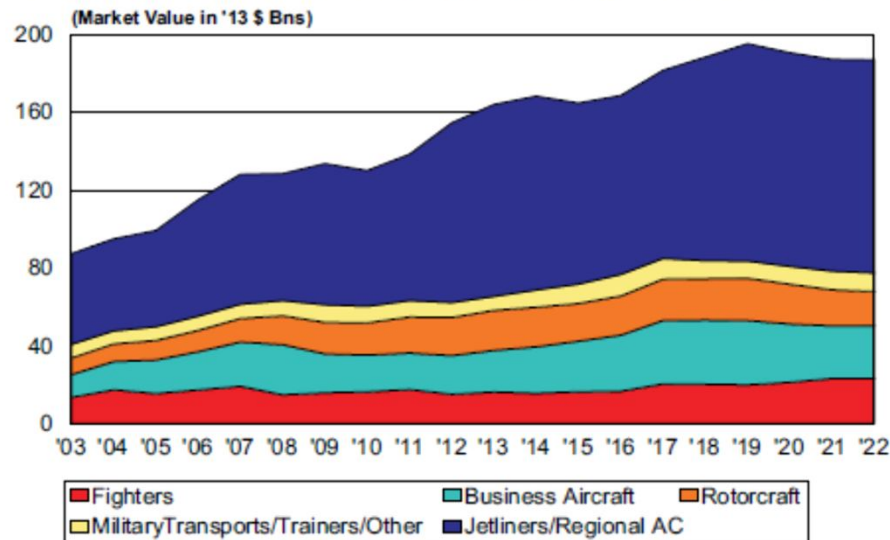


- **Mike Sims**
Senior Executive, General Electric Aviation

So...what are ya talkin' about?

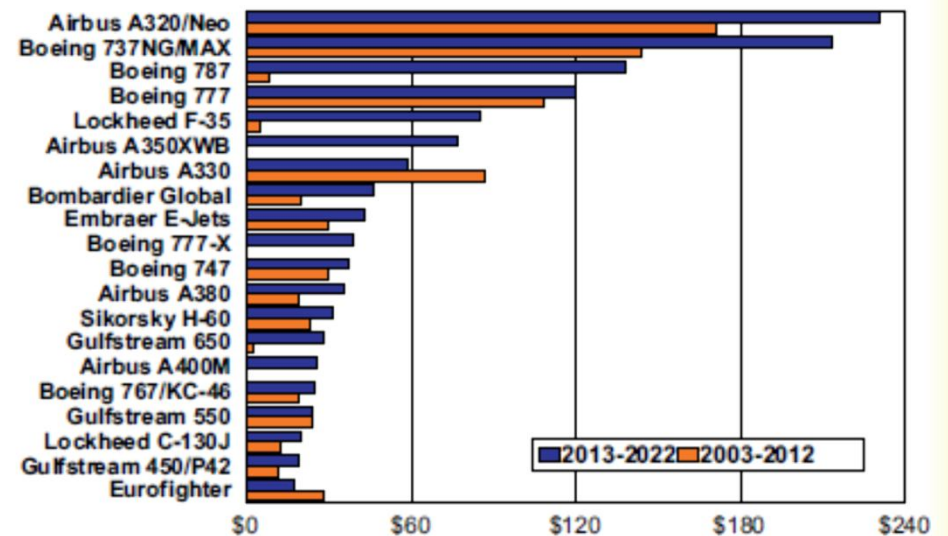
Aircraft Production 2003-2022

Largely Sheltered From The Storm; Long-Term Growth, Too



Top 20 Aviation Programs: Volume Matters

Cumulative Deliveries Value in '13 \$ Bns



SOURCE: TEAL GROUP, WORLD AIRCRAFT OVERVIEW

A View from a Small Supplier's Perspective

- *Customer Service is always No. 1*
- *Long-Term Agreements*
- *Rocks in the receding river...*
- *Decide which flow-down requirements make sense*
- *Termination for Convenience*
- *Stocking Agreements reduce delivery time*
- *Who pays for Customer-imposed systems?*
- *Customer-centric Supply Chain results in lean process*

